



Agenda

- FY22 Key Dates
- Vehicle Offerings in FY22
- ZEV Deployment & Charging Infrastructure
- FY22 Best Practices
- Helpful Resources
- Questions

FY22 Acquisition Cycle Key Dates

- 11/29/21 CAM (Customer Acquisition Module) Opens!
- 12/17/21 FSR Recommendations due to Local Customer
- 01/21/22 Local Customer selections due to Mid-level
- 02/18/22 Mid-level approvals due to HQ
- 03/21/22 HQ approvals complete CAM selections done

No need to wait for deadlines - keep 'em moving!

Does NOT apply to additional vehicle requests



FY22 Light Vehicle Offerings



Do the vehicles GSA offers meet all Buy America Laws?

- Due to the value of our contracts, Buy American Act is waived and the Trade Agreements Act applies, requiring eligible products from other countries to be considered
- Contracts are awarded using full and open competition ensuring a variety of products and cost savings

EO 14005, Ensuring the Future Is Made in All of America by All of America's Workers (Signed 1/25/21)

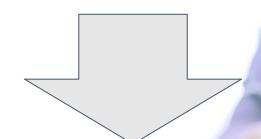
- Review & report on use of waiver process for all Made in America Laws
- Called on FAR Council to consider proposing a rule which would amend the "component test" in FAR 25 & increase the numerical threshold for domestic content requirements

GSA is responsible for meeting this E.O. and all BAA Laws so you can focus on selecting the right vehicles to meet your mission!

State of the Market & How it Affects GSA

Demand for vehicle is expected to exceed Supply:

- Supply Chain Disruptions (especially microchips) will continue into 2023
- Mass production ramp up for all classes of electric vehicles just beginning
- "Overselling" of vehicles by automakers & new/enhanced attention on ZEVs before production capacity can meet anticipated demand



Limited Availability | Longer Lead Times | Delivery Delays | Higher Pricing



- New BEVs & PHEVs
- More Brand Diversity
- New Models
- Greater Low GHG coverage
- E85 Availability (in Pickups & SIN 105A Explorer)
- Lower than usual E85 Incrementals
- Some ZEV Quantity Restrictions
- Long Lead Times
- No GM Pickup Availability (along with Terrain, Equinox)

New FY22 Vehicles



Sedans

- 8P Toyota Prius Prime
- 12A Toyota Corolla Hatchback

Vans

 24 Mercedes Sprinter

SUVs

- 100B, 105B Nissan Armada
- 112 Ford Bronco
- 100A, 105A Nissan Pathfinder •
- 96H, 96P Hyundai Santa Fe
- 100A, 105A Kia Telluride
- 99H Hyundai Tucson
- 105B Jeep Grand Wagoneer
- 101, 106 Jeep Wagoneer
- 99H Jeep Wrangler
- 112H Jeep Wrangler Rubicon

Pickups

- 61C, 61E, 67C, 67E Nissan Frontier
- 60, 60C, 67E
 Toyota Tacoma
- 63, 64, 63H
 Ford Maverick
- 56R Ford F250 Tremor
- 55E Ford F150 Lightning
- 67R Ford Ranger Tremor
- 63, 64 Hyundai Santa Cruz

ZEV Offerings

Standard Vehicle Ordering Program

SIN	Vehicle Type	Make	Model	Purchase Price	Incremental
8E	Sedan	Chevy	BOLT	\$28,910	\$11,435
8E	Sedan	Nissan	LEAF	\$22,293	\$4,883
8P	Sedan	Toyota	PRIUSPHV	\$28,641	\$11,169
9E	Sedan	Tesla	MODEL 3	\$48,223	\$28,821
20P	Minivan	Chrysler	PACIFICA-P	\$42,825	\$11,152
34E	Cargo Van	Ford	TRANS350EV	\$46,931	\$20,674
55E	Pick up Truck	Ford	F150BEV	\$56,250	\$26,936
55E	Pick up Truck	GMC	HUMMEREV	\$116,173	\$86,271
91E	4X2 SUV	Ford	MACH E	\$43,315	\$17,976
96E	AWD SUV	Ford	MACH E	\$45,959	\$19,027
96E	AWD SUV	Tesla	MODEL Y*	\$59,093	\$32,032
96P	AWD SUV	Mitsubishi	OUTLANPHEV	\$34,435	\$7,616
96P	SUV	Hyundai	SANTA FE P	\$37,398	\$10,550
▲ 98E	4X2 SUV	Hyundai	KONABEV	\$31,694	\$10,014
98E	4X2 SUV	Chevy	BOLT EUV	\$32,025	\$10,341
98P	4X2 SUV	Kia	NIROPHEV	\$28,994	\$7,340
98P	4X2 SUV	Ford	ESCAPEPHEV	\$30,035	\$8,371

SIN	Vehicle Type	Make	Model	Purchase Price	Incremental
95E	Cargo Van	Ford	E-Transit	\$57,248	\$13,330
162E	Cargo Van	Ford	E-Transit	\$49,871	\$20,878
531W	Stake / Flatbed	Kenworth	K270E	\$279,926	\$189,543
533W	Stake / Flatbed	Kenworth	K370E	\$283,777	\$190,488
571W	Dry Van	Kenworth	K270E	\$411,014	\$313,491
573W	Dry Van	Kenworth	K370E	\$414,714	\$317,154
624E	Tractor	Kenworth	T680E	\$426,558	\$328,437
212E	Ambulance	Ford/Rev	EL 264 Transit	\$259,794	\$143,043
322E	School/Work Bus 40 Pass.	Lion	100C - EV	\$417,394	\$301,797
332E	School/Work Bus 44 Pass	Lion	100D - EV	\$417,825	\$283,963
241/341	Shuttle (12 Pass)	Universe; Tu	Istar; Glaval rtle Top Terra al Entourage	\$197,024- \$247,776	\$132,646- \$183,548
242/342	Shuttle (16 Pass)	Universe; Tu	Istar; Glaval rtle Top Terra al Entourage	\$199,203- \$249,456	\$134,804- \$182,821
343E	Shuttle (20 pass)	Lion	150M - EV	\$473,934	\$392,773

ZEV Offerings

MAS accessed through AutoChoice

Vehicle Type	Offeror/Make	Range	Purchase Price
Class 4 Box Truck	Global Enterprise/ Ford Chassis/ MOTIV	105 miles	\$330,720
Class 6 Box Truck	Global Enterprise/ Ford Chassis/ MOTIV	105 miles	\$399,620
Class 4 Stake Truck	Global Enterprise/ Ford Chassis/ MOTIV	105 miles	\$310,050
Class 6 Stake Truck	Global Enterprise/ Ford Chassis/ MOTIV	105 miles	\$378,950
Class 6 Delivery/ Step Van	Global Enterprise/ Ford Chassis/ MOTIV	105 miles	\$413,400
Prisoner Transport Bus 32 Pass+	Global Enterprise/ MOTIV	105 miles	\$363,637
35 Ft Transit (29 Pass)	Proterra ZX5 35 Ft Bus	Up to 240 Miles	\$694,489- \$660,574
40 Ft Transit (40 Pass)	Proterra ZX5 40 Ft Bus	Up to 329 Miles	\$771,869- \$739,000



FY22 Low Greenhouse Gas Configurations

Sedans

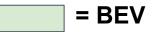
- 7 Versa*
- 8E Leaf*, Bolt
- 8C Elantra
- 8H Elantra*, Corolla
- 8P Prius PHEV*
- 9E Model 3*
- 9H Sonata*, Camry
- 12A Corolla Hatchback

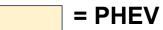
Low GHG models in SINs 8C, 12A & 96 are Low GHG but **not** low bid

4X2 SUVs

- 91 Santa Fe*
- 91E Mach-E*
- 98 Escape*, Equinox, Tucson, Rogue, Cherokee, Nautilus
- 98A Kona*, CX-30, Compass
- 98H Niro*, Escape Hybrid
- 98P Niro PHEV*, Escape PHEV
- 98E Kona*, Bolt EUV
- 100H Explorer Hybrid*









SIN 8P Prius Prime

SIN 63H Maverick

4X4 SUVs

- 96H Santa Fe*
- 96E Mach-E*, Model Y
- 96P Outlander,* Santa Fe
- 99 Escape*, Bronco Sport, Rogue, Tucson
- 99A Kona*, CX-30, Compass
- 99H Escape*, Tucson, Wrangle

Vans

- 20B Transit Connect* (E85/ Gas)
- 20P Pacifica*
- 30 Transit Connect (E85 or Gas)
 Base only*

Light Duty Pickups

- 50H Ford F150 HEV*
- 55E Ford F150 Lightning*,
 Hummer
- 63H Maverick*

FY22 Hybrids

Hybrid Sedans and Pickups

SIN	Model	MPG	Increm. \$
8H	Elantra	54	\$5,390
8H	Corolla	52	\$7,158
9H	Sonata	52	\$7,396
9H	Camry	52	\$9,251
63H	Maverick	37*	\$548
50H	F150	25	\$10,124
55H	F150	24	\$13,154



Ford Maverick Hybrid



Jeep Wrangler Rubicon 4XE Hybrid

Hybrid SUVs

SIN	Model	MPG	Increm. \$
96H	Santa Fe	34	\$6,547
98H	Niro	49*	\$2,865
98H	Escape	41	\$4,625
99H	Escape	40*	\$4,527
99H	Tucson	38	\$5,391
99H	Wrangler	TBD	\$26,051
100H	Explorer	28*	\$17,887
100L	Exp. PIU	24	\$3,280
105H	Explorer	25	\$18,479
112H	Wrangler Rubicon	TBD	\$9,964

*Fuel economy is not confirmed by EPA

FY22 Low-Bid Sedans/Wagons

(non-ZEVs)





rate, \$240/mo.)

Corolla HB

Compact: 9C Chevy Malibu

Midsize: 10B Dodge Charger

Station Wagon: 12A Nissan Kicks,

Corolla Hatchback (\$75 added to rate, \$320/mo.)





Sentra



Elantra



Malibu







Kicks

Indicates MY 2022 fuel economy is not available on EPA's Fueleconomy.gov site

ZEVs: Sedans & Vans

Sedans

SIN	Model	Range	Incremental
8P	Toyota Prius Prime	25 miles/640 miles	\$11,166
8E	Nissan Leaf	149 miles or 226 miles	\$4,883
9E	Tesla Model 3	263 miles or 353 miles	\$28,821



Toyota Prius Prime



Nissan Leaf

Vans

SIN	Model	Range	Incremental
20P	Chrysler Pacifica	32 miles/520 miles	\$11,152
34E	Ford E-Transit 350	136 miles	\$20,674



Ford E-Transit 350

FY22 Low Bid Passenger Minivans

(non-ZEVs)

- SIN 20 4X2 Van Wagon, Compact, 7 Passenger
 - Chrysler Voyager
 - Stow-N-Go will be standard
- SIN 20B 4X2 Van Wagon, Compact, 6
 Passenger
 - Ford Transit Connect
 - Moved from SIN 20 to 20B in FY21
 - a better fit for its
 GHG!

Avail. E85

E85 has \$148 incremental





Indicate you want the Low GHG 20B in CAM using the vehicle selection drop down!



-Select

Do not replace

LOW GHG Sedans

LOW GHG Passenger Vans

LOW GHG Cargo-Vans

LOW GHG Sport Utility Vehicles (4x2)

LOW GHG Sport Utility Vehicles (4x4)

Sedans

Passenger Vans

Cab and Chassis (4x2)

Cab and Chassis (4x4)

Cargo-Vans

FY22 Low Bid SIN 30 Cargo Minivan

(non-ZEVs)

Ford Transit Connect



 Don't select E85 if you won't use the fuel! (\$148 incremental)



ZEVs: Ford E-Transit Vans



- SIN 95E Dry Cargo Van (Manuf. code W5Z)
- SIN 34E Transit Cargo VAN (Manuf. code W1Y)
- SIN 34E Transit Cargo VAN extended roof (Manuf. code W1Y)
- SIN 162E Panel Van (Manuf. code W1Y)

FY22 Low-bid SUVs

(non-ZEVs)

4X2

- 91 Hyundai Santa Fe
- 98 Ford Escape Low GHG!
- 98H Kia Niro Hybrid Low GHG!
- 100A Chevy Blazer
- 100B Ford Expedition



Expedition



Tahoe

4X4

- 96 Hyundai Santa Fe,
 - Subaru Outback GHG! (\$5 added to rate, \$319/mo.)
- 99 Ford Escape GHG!
- 99H Ford Escape Hybrid
- 105A Chevy Blazer
- 105B Chevy Tahoe



Blazer



Santa Fe



Outback



Escape



Niro

ZEVs: SUVs and Pickups

Plug-in Hybrids

SIN	Туре	Model	Range	Incremental
96P	AWD SUV	Mitsubishi Outlander	24/320 miles	\$7,616
96P	AWD SUV	Hyundai Santa Fe	31/440 miles	\$10,550
98P	4X2 SUV	Kia Niro	26/560 miles	\$7,340
98P	4X2 SUV	Ford Escape	37/520 miles	\$8,371



Mitsubishi Outlander PHEV



Kia Niro PHEV

Battery Electrics

	SIN	Туре	Model	Range	Incremental
	55E	4X4 Pick Up	F150 Lightning	230 or 300 miles	\$26,936
	55E	4X4 Pick Up	Hummer	350 miles	\$86,271
	91E	4X2 SUV	Mach-E	230 or 300 miles	\$17,976
0	96E	AWD SUV	Mach-E	211 or 270 miles	\$19,027
	96E	AWD SUV	Model Y	326 miles	\$32,032
	98E	4X2 SUV	Bolt EUV	247 miles	\$10,341
	98E	4X2 SUV	Kona BEV	258 miles	\$10,014



Ford F150 BEV

Hyundai Kona BEV

GSA Fleet

FY22 Law Enforcement Vehicle Highlights

Many new LE vehicle choices this year!

In addition to our Ford, Dodge, and Ram models we've gained:

- Chevy Tahoe PPV and Silverado SSV w/ marked/unmarked and K9 options
- Diverse mix of ZEV, foreign, and domestic unmarked investigative Sedans, SUVS, Pickups, Minivans: Nissan, Hyundai, Tesla models
 - ZEVs to include:
 - 8E Nissan Leaf, LU15 Unmarked Sedan
 - 9E Tesla Model 3, LU15 Unmarked Sedan
 - 96E Tesla Model Y & 96E Ford Mach-E, LU50 Unmarked SUV
 - 96P Mitsubishi Outlander, LU50 Unmarked SUV
 - 96P Hyundai Santa Fe, LU50 Unmarked SUV
 - 96E Mach-E requires "LE" option makes it possible to upfit as pursuit rated aftermarket . LU50 Unmarked SUV Option available



What's new in buses?

COVID-related options:

- Barriers for the driver
- HEPA-filtered air circulation
- Air Purifiers
- AREQs possible for specialized decontamination equipment
- 10 new electric bus SINs created... 3 awarded! More to come
 - Ranging from school buses to shuttle buses to transit buses
 - Currently in the solicitation process
 - Awards to date include 12-20 passenger light shuttles across 4 models and 2 Battery Electric Adult Work buses (40 and 44 pass.)
- Addition of gas engines
 - Alternative for many SINs which were previously diesel only
 - Beneficial for buses that idle a lot and require less performance



New ZEV Bus Offerings in AutoChoice



Lion Bus 100C (40 pass.)
SIN 322E & Price: \$417,394

Lion Bus 100D (44 pass.) SIN 332E & Price: \$417,825

100 mile range - Two extended range packages increase total range by 125 miles and 155 miles

Lion Bus 150M (20 pass.) SIN 343E & Price: 473,934

150 Mile Range

All three buses can charge with a level II (J1772) charger or a DC Fast Charge (CCS-COMBO) and are guaranteed to ship within 240 days of order

Medium and Heavy Trucks

New safety options:

- 360 degree view overhead camera system
- Look-down mirrors
- Passenger side doors with low lens windows

New optional upfit equipment:

- Hooklift and Cable Hoist upfits on cab-and-chassis trucks
- Street flusher upfits in 2K, 4K gallon capacities on cab-and-chassis trucks
- New aluminum dump bodies great for corrosive environments and sticky payloads like asphalt
- Expanded availability of stainless steel dump bodies
- New snow plows: expressway plows, benching plows, reversible v-plows with scooping capability
- New spreader sizes, accessories including pre-wet systems great for salting before storms, folding legs for parking spreaders off-season



ZEVs: Specialty Offerings



Kenworth Class-6 K270e and Class-7 K370e

Ranges of 100-200 all electric miles SIN 531W, K270e Flatbed - \$279,926 SIN 571W, K270e Dry Van - \$286,568 SIN 533W, K370e Flatbed - \$283,777 SIN 573W, K370e Dry Van - \$290,268



Kenworth T680e

150 mile all electric range SIN 624E, Class 8 Tractor -\$426,588



Leader EL 264 Transit EV Ambulance (Ford Chassis)

120 mile all electric range SIN 212E - \$259,794

ZEVs: Specialty Offerings Continued



Class 6 Delivery Van (MOTIV Power Systems) (F59 Chassis) Global

\$413,400





Class 4/6 Stake Truck \$310K-\$378,950



ZEUS 305 SHUTTLE BUS 16-20 Pass. Bus (E450)\$263,733



Class 4/6 Box Truck (MOTIV Power Systems) (F650 Chassis) Global

\$330K-\$399,620



Proterra Transit Bus \$660K-\$771K



Prisoner Transport Bus 32+ Passenger Seating Capitol Coachworks \$363,637



ZEV Deployment & Charging Infrastructure

Prioritizing Federal Acquisition Requirements

Agency Mission

Select Smallest & Most Efficient Vehicles (FMR 102-34.50)

Select Low Greenhouse Gas Vehicles (EISA Sec. 141) Match Acquisitions to Fueling Locations (EPAct 701)

Select AFVs (EPAct 303) (Low GHG Gas counts as AFV when E85 isn't avail.)







E.O. 14057 Catalyzing America's Clean Energy Economy Through Federal Sustainability (Signed 12/8/21)

- 100 percent zero-emission light-duty vehicle acquisitions by 2027 and 100 percent zero-emission vehicle acquisitions by 2035
 - Each agency with a fleet comprising at least 20 vehicles shall develop and annually update a zero-emission fleet strategy that shall include:
 - Optimizing fleet size and composition
 - Deploying zero-emission vehicle re-fueling infrastructure
 - Maximizing acquisition and deployment of zero-emission light-, medium-, and heavy-duty vehicles where the General Services Administration (GSA) offers one or more zero-emission vehicle options for that vehicle class.
 - Accompanying memo requires strategic ZEV plan development to set intermediary targets, Agency-owned vehicle consolidations to leasing program, and deployment of telematics to collect operational data to inform fleet decisions.

Focus on Infrastructure



GSA Infrastructure Product Options

GSA EVSE BPA

- Fair Opportunity already given
- Purchase directly from vendor when selecting lowest priced model within CLIN
- 5 Brands available
- Level 1, 2, and DC Fast

gsa.gov/EVSE

GSA Advantage/MAS

- Many brands at different price points
- Solar, Ultrafast, portable, L1, L2, and DC Fast chargers available
- Basic installation and Turnkey offerings available



Complete GSA EVSE Solution

FAS

EVSE 60-mo. Supply BPA inclusive of:

- Hardware offerings: Level 1, 2 & DC Fast Charging
 - Purchase and lease options
 - Software
 - Data packages
 - Network services
- Ancillary services
 - Energy metering & load management
 - Operation / maintenance plans
 - Site assessment / make-ready charging solutions (no installation)
- Compliant with Federal IT Security requirements (NIST 171 / FedRAMP)
- Product Onboarding / Offboarding opportunities

Assisted
Acquisition &
Self-service
options

Planned action for PBS contractors to use FAS BPA

Shared gsa.gov landing Page, Fact Sheets & Support

PBS

Electric Vehicle Design Build IDIQ

- Primary acquisition tool for design and installation of EVSE products
- Provide construction and design / build services supporting EVSE installations government-wide. Capabilities include but not limited to:
 - Interior and exterior building construction
 - Electrical and mechanical
 - Masonry, landscaping, renovations
 - Construction or demolition services
 - Repair and alterations
 - Feasibility study / site assessment
 - Electrical infrastructure upgrades (e.g. conduit, switchgear)
 - Testing / commissioning / utility coordination
 - Other miscellaneous work

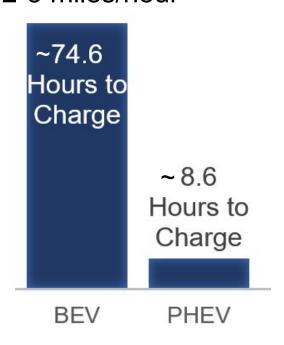
Award anticipated early 2022 (existing EVSE BPA & MAS handling needs)

Award anticipated July 2022 (taking on projects ad hoc today)

Electric Vehicle Recharging Time

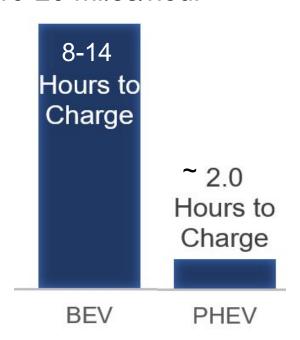
Level 1 Charging

\$0 - \$1,500 2-5 miles/hour



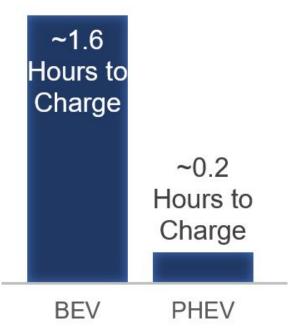
Level 2 Charging

\$600 - \$10,000 10-20 miles/hour



DC Fast Charging

\$12,000 - \$50,000 120-200 miles/hour



Note: Ranges are averages are based on currently awarded EV offerings. Both ranges and the charging range per hour time greatly differs on vehicle options and station. The cost of the stations 32 does not include installation.

FY22 ZEV Offerings & Charging Times

Vans

SIN	Model	Range	Est. Charge Time @ 240V (L2)
20P	Chrysler Pacifica	32/520 miles	2 hrs
34E	Ford Transit 350 EV	136 miles	8-12 hrs

All Electric Light Trucks

SIN	Model	Range	Est. Charge Time @ 240V (L2)
55E	Ford F150	230/300 miles	8-14 hrs
55E	GMC Hummer	350 miles	TBD
91E	Mach-E	230 or 300 miles	8-14 hrs
96E	Mach-E	211 or 270 miles	8-14 hrs
96E	Tesla Model Y	326 miles	10 hrs
98E	Bolt EUV*	247 miles	7.5 hrs
98E	Kona BEV	258 miles	9.5 hrs

Sedans

SIN	Model	Range	Est. Charge Time @ 240V (L2)
8P	Toyota Prius	25/640 miles	2 hrs
8E	Nissan Leaf	149 or 226 miles	8 hrs
8E	Chevy Bolt*	259 miles	7.5 hrs
9E	Tesla Model 3	263 miles or 253	8.5 hrs

^{*}closed out

Plug-in SUVs

SIN	Model	Range	Est. Charge Time @ 240V (L2)
96P	Mitsubishi Outlander	24/320 miles	4 hrs
96P	Hyundai Santa Fe	31/440 miles	3.4 hrs
98P	Kia Niro	26/560 miles	2.25 hrs
98P	Ford Escape	37/520 miles	3.3 hrs

Moving Forward

Plan & Keep in Mind

- Get orders in early
- Infrastructure first
- Use ZEV Crosswalk provided
- Target a few locations for electrification
- You do not need to electrify your entire fleet today

Acquire

- Acquire ZEVs where it meets mission requirements & budget
- PHEVs can be transition vehicles

Manage

- Encourage ZEVs plug in regularly to charging
- Install Telematics on all ZEVs
- Ensure BEVs & PHEVs are placed where it makes sense based on usage
- Report charging data and stations to FAST

Resources

GSA.gov/AFV

- FY22 ZEV Fact Sheet
- AFV Guide (FY22 in development... coming soon)

GSA.gov/EVSE

- EVSE BPA Information
- Public Charging Fact Sheet
- Workplace Charging Information

Offerings & ZEVs Desktop Upcoming Workshops

- December 9 at 11 AM ET
- December 14 at 2 PM ET

GSAFleetAFVTeam@GSA.GOV Email with any questions about AFVs, ZEVs, or EVSE

gsa.fleet.acquisition@gsa.gov Email with questions on Leasing Vehicle Offerings

Thank you for attending today's Fleet Live!

Questions??